

GROWERS' QUESTIONNAIRE
CERTAIN ORANGE JUICE FROM BRAZIL

Return completed questionnaire to:

UNITED STATES INTERNATIONAL TRADE COMMISSION

Office of Investigations, Room 615
500 E Street, SW, Washington, DC 20436

So as to be received by the Commission by no later than January 10, 2005

The information called for in this questionnaire is for use by the United States International Trade Commission in connection with its antidumping review investigation concerning certain orange juice from Brazil (inv. No. 731-TA-1089 (Preliminary)). The information requested in the questionnaire is requested under the authority of the Tariff Act of 1930, title VII. This report is mandatory and failure to reply as directed can result in a subpoena or other order to compel the submission of records or information in your possession (19 U.S.C. § 1333(a)).

Name of firm _____

Address _____

City _____ State _____ Zip code _____

World Wide Web address _____

Has your firm grown oranges for the production of certain orange juice (as defined in the instruction booklet) since January 1, 2001?

☐

NO

(Sign the certification below and promptly return only this page of the questionnaire to the Commission)

☐

YES

(Read the instruction booklet carefully, complete all parts of the questionnaire, sign the certification, and return the entire questionnaire to the Commission)

CERTIFICATION

I certify that the information herein supplied in response to this questionnaire is complete and correct to the best of my knowledge and belief and understand that the information submitted is subject to audit and verification by the Commission.

By signing this certification I also grant consent for the Commission, and its employees and contract personnel, to use the information provided in this questionnaire and throughout this review in any other import-injury investigations or reviews conducted by the Commission on the same or similar merchandise. (If you do not consent to such use, please note the certification accordingly.)

I acknowledge that information submitted in this questionnaire response and throughout this review may be used by the Commission, its employees, and contract personnel who are acting in the capacity of Commission employees, for developing or maintaining the records of this review or related proceedings for which this information is submitted, or in internal audits and investigations relating to the programs and operations of the Commission pursuant to 5 U.S.C. Appendix 3. I understand that all contract personnel will sign non-disclosure agreements.

Name and Title of Authorized Official

Date

Signature of Authorized Official

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Phone

()

Fax

PART I--GENERAL QUESTIONS

The questions in this questionnaire have been reviewed with market participants to ensure that issues of concern are adequately addressed and that data requests are sufficient, meaningful, and as limited as possible. Public reporting burden for this questionnaire is estimated to average 30 hours per response, including the time for reviewing instructions, searching existing data sources, gathering the data needed, and completing and reviewing the questionnaire. Send comments regarding the accuracy of this burden estimate or any other aspect of this collection of information, including suggestions for reducing the burden, to the Office of Investigations, U.S. International Trade Commission, 500 E Street, SW, Washington, DC 20436.

- I-1a. Please report below the actual number of hours required and the cost to your firm of preparing the reply to this questionnaire and completing the form.

_____ hours _____ dollars

- I-1b. We are interested in any comments you may have for improving this questionnaire in general or the clarity of specific questions. Please attach such comments to your response or send them to the above address.

- I-2. Provide the name and address of establishment(s) covered by this questionnaire (see pages 3-4 of the instruction booklet for reporting guidelines). If your firm is publicly traded, please specify the stock exchange and trading symbol.

- I-3. Is your firm owned, in whole or in part, by any other firm?

☐ No

☐ Yes--List the following information.

Firm name

Address

Extent of
ownership

_____	_____	_____
_____	_____	_____

- I-5. Does your firm have any related firms, either domestic or foreign, which are engaged in importing certain orange juice from Brazil into the United States or which are engaged in exporting certain orange juice from Brazil to the United States?

☐ No

☐ Yes--List the following information.

Firm name

Address

Affiliation

Subject Brazil:

_____	_____	_____
_____	_____	_____

Nonsubject Brazil:

_____	_____	_____
_____	_____	_____

PART I.--GENERAL QUESTIONS--Continued

- I-6. Does your firm have any related firms, either domestic or foreign, which are engaged in importing nonsubject certain orange juice from countries **other than** Brazil into the United States, or which are engaged in exporting nonsubject certain orange juice from countries **other than** Brazil to the United States?

☐ No ☐ Yes--List the following information.

<u>Country/firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-7. Does your firm have any related firms, either domestic or foreign, which are engaged in the growing of oranges for the production of certain orange juice?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

- I-8. Does your firm have any related firms, either domestic or foreign, which are engaged in the processing of oranges for the production of certain orange juice?

☐ No ☐ Yes--List the following information.

<u>Firm name</u>	<u>Address</u>	<u>Affiliation</u>
_____	_____	_____
_____	_____	_____

PART II.--TRADE AND RELATED INFORMATION

Further information on this part of the questionnaire can be obtained from Elizabeth Haines (202-205-3200; elizabeth.haines@usitc.gov). **Supply all data requested on a crop-year basis (October 1 through September 30).**

II-1. Who should be contacted regarding the requested trade and related information?

Company contact: _____
 Name and title _____

 Phone No. _____ E-mail address _____

II-2. Has your firm experienced any grove or plant openings, relocations, expansions, acquisitions, consolidations, closures, or prolonged shutdowns because of labor shortages or equipment failure; curtailment of production because of shortages of materials, diseases, or weather or other natural elements; or any other change in the character of your operations or organization relating to the growing of oranges for the production of certain orange juice since January 1, 2002?

☐ No ☐ Yes--Supply details as to the time, nature, and significance of such changes.

II-3. Has your firm since January 1, 2001 grown other products on the same land or with the same equipment and machinery used in the growing of oranges for the production of certain orange juice?

☐ No ☐ Yes--List the following information.

Basis for allocation of acreage data (e.g., sales): _____

Products grown on same land or equipment and share of total production in 2003/04 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Oranges for FCOJM</u>	_____	_____	_____
<u>Oranges for NFCOJ</u>	_____	_____	_____

Please report the capacity and production for your firm's orange groves as follows:

(Quantity in 1,000 90-pound boxes)			
Item	2001/02	2002/03	2003/04
Acreage harvested (acres)			
Yield (boxes per acre)			
Amounts harvested: (quantity)			
Oranges for FCOJM			
Oranges for NFCOJ			
All other oranges			
Total harvested			

PART II.--TRADE AND RELATED INFORMATION--Continued

II-4. Please describe the constraint(s) that set the limit(s) on your growing capabilities.

II-5. Does your firm grow other products using the same production and related workers employed to grow oranges for the production of certain orange juice?

☐ No ☐ Yes--List the following information.

Basis for allocation of employment data (e.g., sales): _____

Products grown using the same workers and share of total production in 2003/04 (in percent):

<u>Product</u>	<u>Percent</u>	<u>Product</u>	<u>Percent</u>
<u>Oranges for FCOJM</u>	_____	_____	_____
<u>Oranges for NFCOJ</u>	_____	_____	_____

II-6. Is your firm able to switch production between oranges for the production of certain orange juice and other products in response to a relative change in the price of oranges for the production of certain orange juice vis-a-vis the price of other products, using the same equipment and labor?

☐ No ☐ Yes--Please identify the other products, the approximate time and cost involved in switching, and the minimum relative price change required for your firm to switch production to or from oranges for the production of certain orange juice.

II-7. Please describe any contracts or other legal relationships (e.g., cooperatives and participation plans) your firm may have with extractor/processors of certain orange juice, including names, dates, and terms.

PART II.--TRADE AND RELATED INFORMATION--Continued

II-8. **COMPARABILITY OF ORANGES FOR FCOJM AND ORANGES FOR NFCOJ.**—Please describe the differences and similarities between **oranges for FCOJM** and **oranges for NFCOJ** with respect to the following factors: (a) **characteristics and uses**--describe the differences and similarities in the physical characteristics and end uses; (b) **interchangeability**--discuss the interchangeability in end use of the two oranges; (c) **manufacturing processes**--describe the two processes and include a discussion of the interchangeability of production inputs, machinery and equipment, and skilled labor; (d) **channels of distribution**--describe the specific end use/customer requirements and channels of distribution/market situation in which the oranges are sold; (e) **customer and producer perceptions**--describe any perceived differences in the two oranges (e.g., sales/marketing practices); and (f) **price**--provide a discussion and specific examples of prices for the two oranges. Use additional pages as necessary.

(a) Characteristics and uses:

(b) Interchangeability:

(c) Manufacturing processes:

(d) Channels of distribution:

(e) Customer and producer perceptions:

(f) Price:

PART II.--TRADE AND RELATED INFORMATION--Continued

II-9. **FCOJM.**--Report your firm's acreage, harvesting, shipments, inventories, and employment related to the growing of oranges for the production of FCOJM in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 90-pound boxes, value in \$1,000)			
Item	Crop year		
	2001/02	2002/03	2003/04
Acreage harvested (<i>acres</i>)			
Yield (<i>boxes per acre</i>)			
Amounts harvested (<i>quantity</i>)			
BEGIN.-OF-PERIOD INVENTORIES (<i>quantity</i>)			
U.S. SHIPMENTS:			
Cash market:			
<i>Quantity</i>			
<i>Value</i>			
Internal consumption:			
<i>Quantity</i>			
<i>Value</i> ¹			
Cooperative sales:			
<i>Quantity</i>			
<i>Value</i> ¹			
Full-participation plan sales:			
<i>Quantity</i>			
<i>Value</i> ¹			
Partial-participation plan sales:			
<i>Quantity</i>			
<i>Value</i> ¹			
EXPORT SHIPMENTS: ²			
<i>Quantity</i>			
<i>Value</i>			
END-OF-PERIOD INVENTORIES ⁴ (<i>quantity</i>)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (<i>1,000 hours</i>)			
WAGES PAID TO PRWs (<i>value</i>)			
¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis: _____			
³ Identify your principal export markets: _____			
⁴ Reconciliation of data.--Please note that the quantities reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile? <input type="checkbox"/> Yes <input type="checkbox"/> No--Please explain: _____			

PART II.--TRADE AND RELATED INFORMATION--Continued

II-10. **NFCOJ**--Report your firm's acreage, harvesting, shipments, inventories, and employment related to the growing of oranges for the production of NFCOJ in your U.S. establishment(s) during the specified periods. (See definitions in the instruction booklet.)

(Quantity in 1,000 90-pound boxes, value in \$1,000)			
Item	Crop year		
	2001/02	2002/03	2003/04
Acreage harvested (acres)			
Yield (boxes per acre)			
Amounts harvested (quantity)			
BEGIN.-OF-PERIOD INVENTORIES (quantity)			
U.S. SHIPMENTS:			
Cash market:			
Quantity			
Value			
Internal consumption:			
Quantity			
Value ¹			
Cooperative sales:			
Quantity			
Value ¹			
Full-participation plan sales:			
Quantity			
Value ¹			
Partial-participation plan sales:			
Quantity			
Value ¹			
EXPORT SHIPMENTS: ²			
Quantity			
Value			
END-OF-PERIOD INVENTORIES ⁴ (quantity)			
AVERAGE NUMBER OF PRWs			
HOURS WORKED BY PRWs (1,000 hours)			
WAGES PAID TO PRWs (value)			

¹ Internal consumption and transfers to related firms must be valued at fair market value. In the event that you use a different basis for valuing these transactions, please specify that basis (e.g., cost, cost plus, etc.) and provide value data using that basis:

³ Identify your principal export markets: _____.

⁴ Reconciliation of data.--Please note that the **quantities** reported above should reconcile as follows: beginning-of-period inventories, plus production, less total shipments, equals end-of-period inventories. Do the data reported reconcile?

☐ Yes ☐ No--Please explain: _____.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-11. a) If you reported transfers to related firms in questions II-9 and II-10, please indicate the nature of the relationship between your firm and the related firms (e.g., joint venture, wholly owned subsidiary), whether the transfers were priced at market value or by a non-market formula, whether your firm retained marketing rights to all transfers, and whether the related firms also processed inputs from sources other than your firm.

- b) If you reported internal consumption in questions II-9 and II-10, please describe the products that the oranges are processed into.

- II-12. a) Please estimate the number of acres of round orange trees of specified ages and production (in thousand 90 lb. boxes), as of January of each year.

<i>(Quantity in 1,000 90 lb. boxes)</i>			
Item	2001/02	2002/03	2003/04
1-4 years old: Acres			
Production (<i>quantity</i>)			
5-9 years old: Acres			
Production (<i>quantity</i>)			
10 - 14 years old: Acres			
Production (<i>quantity</i>)			
15 - 24 years old: Acres			
Production (<i>quantity</i>)			
25 years or older: Acres			
Production (<i>quantity</i>)			
TOTAL: Acres			
Production (<i>quantity</i>)			

- b) Is the tree composition optimal for maximum production in crop year 2004/05? If no, please explain why.

PART II.--TRADE AND RELATED INFORMATION--Continued

- II-13. Do you grow oranges for the production of certain orange juice in leased groves? If yes, please indicate the grove owner, acreage, and harvest for crop years (October 1 through September 30).

Quantity (in thousand 90 lb. boxes)			
Item	2001/02	2002/03	2003/04
Owner: _____			
Acres			
Harvested (<i>quantity</i>)			
Owner: _____			
Acres			
Harvested (<i>quantity</i>)			
Owner: _____			
Acres			
Harvested (<i>quantity</i>)			

- II-14. Please report the source and value of the following services that were performed by/for your firm in crop year 2003/04.

Value (thousands of dollars)					
Item	Yourself	Cooperative	Processor	Corporation	Intermediate Handler (i.e. bird dog)
Grove-care services					
Maintenance					
Harvest					
Other ¹					
¹ Please describe.-- _____					

- II-15. Since January 1, 2001, has your firm been involved in a toll agreement (see definition in the instruction booklet) regarding the growing of oranges for the production of certain orange juice?

☐ No ☐ Yes--Name firm(s): _____

- II-16. Does your firm grow oranges for the production of certain orange juice in a foreign trade zone (FTZ)?

☐ No ☐ Yes--Identify FTZ(s): _____

- II-17. Since January 1, 2001, has your firm imported certain orange juice?

☐ No ☐ Yes--**COMPLETE AND RETURN THE ENCLOSED IMPORTERS' QUESTIONNAIRE**

PART III.--FINANCIAL INFORMATION

Address questions on this part of the questionnaire to Justin Jee (202-205-3186 or justin.jee@usitc.gov).

III-1. Identify the individual who prepared or has knowledge of the requested financial information.

Company contact: _____
 Name and title _____
 Phone No. _____ Fax No. _____
 E-mail address _____ Company web address _____

III-2. Briefly describe your financial accounting system.

- A. When does your fiscal year end (month and day)? _____
 B.1. Describe the lowest level of operations (e.g., plant, division, company-wide) for which financial statements are prepared that include subject merchandise: _____
 2. Does your firm prepare profit/loss statements for the subject merchandise: Yes ___ No ___
 3. Accounting basis: GAAP ___ cash ___ tax ___ other comprehensive (specify) _____

Note: The Commission may request that your company submit copies of its financial statements, including internal profit-and-loss statements for the division or product group that includes oranges for certain orange juice, as well as those statements and worksheets used to compile data for your firm's questionnaire response.

III-3. Briefly describe your cost accounting system (e.g., standard cost, job order cost, etc.).

III-4. Briefly describe your allocation basis, if any, for COGS, SG&A, and interest expense and other income and expenses.

III-5. Other products.--Please list any other products you grew on the same land on which you grew oranges for the production of certain orange juice, and provide the share of net sales accounted for by these other products in your most recent fiscal year:

Product(s)	Share of sales
_____	_____
_____	_____
_____	_____

PART III.--FINANCIAL INFORMATION--Continued

III-6. Operations on oranges for FCOJM--Report the revenue and related cost information requested below on the growing operations of your U.S. establishment(s) for oranges used in the production of FCOJM.¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at 202-205-3186 before completing this section of the questionnaire.

(Quantity in 1,000 90-pound boxes, value in \$1,000)			
Item	_____	_____	_____
Proceeds from deliveries/sales²			
Quantity			
Value			
Growing and operating expenses:			
Hired labor			
Pick and haul			
Replanting and pruning weather-damaged groves			
Planting on new land			
Fertilizers, lime, and chemicals			
Materials and supplies			
Repairs and maintenance			
Gasoline, oil, and fuel			
Water and electricity			
Selling and marketing expenses			
Shipping expenses			
Officer/partner salaries			
Office expenses, including non-officer/non-partner salaries			
Depreciation/amortization			
All other operating expenses ³			
Total growing and operating expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expenses ⁴			
Net income or (loss) before income taxes			
Net gain (loss) on futures transactions⁵			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Include all other growing and operating expenses not specifically listed above, such as professional fees, dues, entertainment, custom work, etc. ⁴ Include all non-operating income and expense items (except interest expense), such as interest income, asset sale gain/(loss), etc. ⁵ Provide details on a separate sheet.			

PART III.--FINANCIAL INFORMATION--Continued

III-7. Operations on oranges for NFCOJ--Report the revenue and related cost information requested below on the growing operations of your U.S. establishment(s) for oranges used in the production of NFCOJ.¹ Do not report resales of product. Note that internal consumption and transfers to related firms must be valued at fair market value and purchases from related firms must be at cost. Provide data for your three most recently completed fiscal years in chronological order from left to right. If your firm was involved in tolling operations (either as the toller or as the tollee) please contact Justin Jee at 202-205-3186 before completing this section of the questionnaire.

(Quantity in 1,000 90-pound boxes, value in \$1,000)			
Item	_____	_____	_____
Proceeds from deliveries/sales²			
Quantity			
Value			
Growing and operating expenses:			
Hired labor			
Pick and haul			
Replanting and pruning weather-damaged groves			
Planting on new land			
Fertilizers, lime, and chemicals			
Materials and supplies			
Repairs and maintenance			
Gasoline, oil, and fuel			
Water and electricity			
Selling and marketing expenses			
Shipping expenses			
Officer/partner salaries			
Office expenses, including non-officer/non-partner salaries			
Depreciation/amortization			
All other operating expenses ³			
Total growing and operating expenses			
Operating income or (loss)			
Other income and expenses:			
Interest expense			
All other expenses ⁴			
Net income or (loss) before income taxes			
Net gain (loss) on futures transactions⁵			
¹ Include only sales (whether domestic or export) and costs related to your U.S. manufacturing operations. ² Less discounts, returns, allowances, and prepaid freight. The quantities and values should approximate the corresponding shipment quantities and values reported in Part II of this questionnaire. ³ Include all other growing and operating expenses not specifically listed above, such as professional fees, dues, entertainment, custom work, etc. ⁴ Include all non-operating income and expense items (except interest expense), such as interest income, asset sale gain/(loss), etc. ⁵ Provide details on a separate sheet.			

PART III.--FINANCIAL INFORMATION--Continued

III-7. Capital expenditures and research and development expenditures.--Report your firm's capital expenditures and research and development expenditures on oranges for the production of certain orange juice. Provide data for your three most recently completed fiscal years in chronological order from left to right.

(Value in \$1,000)			
Item	FY____	FY____	FY____
Capital expenditures			
Research and development expenditures			